



San Francisco Lighthouse for the Blind
1980 Annual Report

A strong hand in
community service
since 1902.

Since 1902...



lindness, whether total or partial, can be a serious disability. Since 1902, the San

Francisco Lighthouse for the Blind has been working with people who happen to be blind or severely visually impaired, helping to lessen the effect of blindness on their lives.

Late one summer just after the turn of the century, a group of concerned volunteers joined together to establish a library and reading room for blind people. The San Francisco Lighthouse for the Blind has had a hand in community service since that day.

Through the years, the Lighthouse has grown with the community. Programs and services have been continually modified to meet the changing needs of the community. In 1914, "BLINDCRAFT" became the registered trademark for the materials produced in the newly opened workshop of the Association for the Blind—forerunner of today's Lighthouse.

Around the time of the First World War, a committee of the Association's Board of Directors successfully campaigned for legislation which resulted in the virtual elimination of ophthalmia neonatorum, the most common cause of blindness in California at the time.





ater, the first white cane law, which required motorists to stop when a pedestrian with a white cane was crossing the street, came at the urging of another agency committee. Library programs specifically for blind people in California — and at least three other states — came about with pressure from the old Association.

Meanwhile, classes in crafts as well as saleable skills such as piano tuning, massage, and stenography were offered to supplement the employment opportunities in the "BLIND-CRAFT" shop.

Today, the San Francisco Lighthouse for the Blind is Northern California's oldest and largest organization serving blind, deaf-blind, and visually impaired people. The programs, services, and other activities outlined on the following pages — as well as the audited financial data that backs them up — speak well of an organization that has had a hand in community service since 1902...

(Clockwise from upper left)

"Workers braid tent ropes for The Great War."

"S.F. Association programs included a drama group."

"The incidence of blindness among elderly people has always been high."

"The bookkeeping office in 1919."

"An early billboard donated by Foster & Kleiser."

A hand in community

ORIENTATION and MOBILITY

| | |
|--------------------------------|-----|
| Number of hours of instruction | 899 |
| Number of new clients served | 44 |
| Number of clients served | 79 |

In addition to providing Orientation and Mobility instruction to blind and visually impaired clients, the O & M Specialist provided instruction and demonstration of sighted guide techniques to Lighthouse staff members and volunteers; to Counselors at Enchanted Hills Camp; to the Pacific Medical Center Rehabilitation Staff and to the staff of Remedy Home Care Services, among others.



SHELTERED WORKSHOP

| | |
|---|--------------|
| Number of Employed Clients working during the year | 38 |
| Number of hours worked by Employed Clients during year | 53,800.25 |
| Dollar amount of wages paid during year | \$163,180.46 |
| Dollar volume of sales during year | \$299,416.70 |
| <i>Nature of disability:</i> | |
| Blind | 15 |
| Deaf | 2 |
| Deaf Blind | 6 |
| Vocationally handicapped in addition to blindness | 15 |



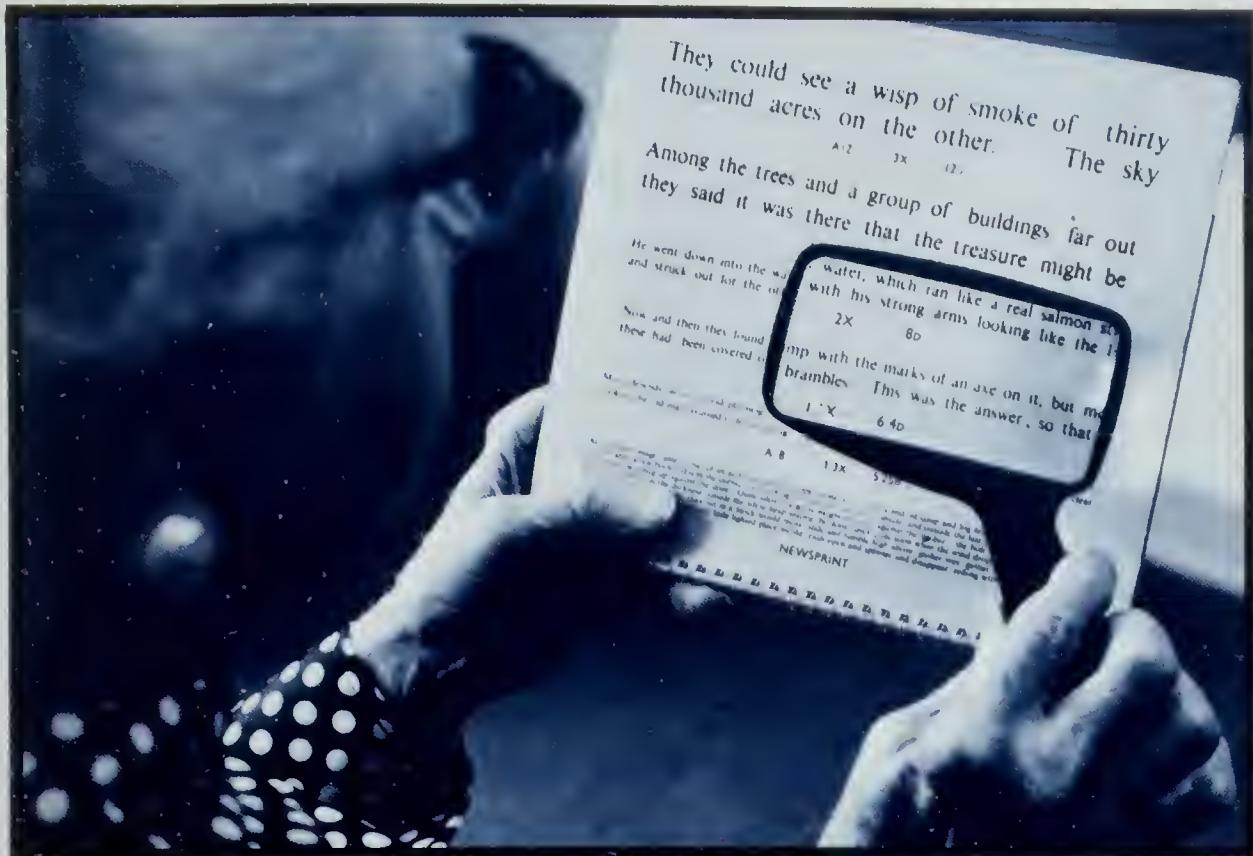
VOLUNTEER PROGRAM

| | |
|------------------------|---------|
| Continuing volunteers | 101 |
| New volunteers | 50 |
| Volunteer hours worked | 20,645* |

*This figure does not include the special activities of the Board of Directors or the Lighthouse Auxiliaries.

Services were provided to all Lighthouse Departments as well as to clients. Volunteers did taping, typing, tutoring and brailing and were readers, sighted guides, sports program aides and camp counselors. They assisted at social events and outings, helped with grounds maintenance at Enchanted Hills Camp, worked in the Lighthouse Store and provided clerical and professional assistance.

service.



LOW VISION SERVICES

| | |
|-------------------------------|------|
| New patients seen by | |
| Ophthalmologist & Coordinator | 349* |
| Follow-up visits | 209 |
| <i>Breakdown by age:</i> | |
| 0-21 years | 47 |
| 22-64 years | 128 |
| 65-99 years | 174 |

*Note: Total number of new patients includes 324 new patients and 25 returning patients who have not been seen within the past year. Total number counted as "follow-up visits" includes those patients who have been seen within the past year.

A support group for individuals over the age of 55, who have requested counseling regarding adjustment to low vision, was conducted with leadership provided by the Lighthouse Social Services staff, in cooperation with staff of National Association for the Visually Handicapped. Five adults participated in this group which met for a series of ten sessions.



DEAF-BLIND SERVICES

| | |
|--|-----|
| Information and Referral requests | 81 |
| <i>Interpreting Services:</i> | |
| People served | 45 |
| Hours of interpreting services | 268 |
| <i>Recreation Programs:</i> | |
| Planned Activities | 12 |
| Deaf-blind participants | 45 |
| New deaf-blind people attending | 8 |
| Volunteers assisting | 40 |
| <i>New Program Development:</i> | |
| Hours of community consulting and inservice training | 46 |
| Deaf-blind people active in Lighthouse programs | 58 |

(Clockwise from upper left)

"Orientation and Mobility Instruction teaches travel skills." photo: Karil Daniels

"The Lighthouse Sheltered Workshop has provided jobs since 1914." photo: Phyllis H. Johnson

"Low vision aids help people get the most out of remaining sight." photo: K. Daniels

"Deaf-Blind Services provide interpretive support and other help." photo: K. Daniels

"A Ringling Brothers clown explains himself to a blind child." photo: P. Johnson

Meeting changing needs

ENCHANTED HILLS CAMP

| | |
|-----------------------------------|-----|
| <i>Camp sessions</i> | |
| Pre teen Campers (age 6 to 12) | 71 |
| Teen Campers (age 13 to 17) | 71 |
| Young Adults (age 18 to 35) | 78 |
| Adults (age 35 and up) | 61 |
| Deaf Blind Adults (age 18 and up) | 37 |
| Total participants | 315 |

COUNSELING/ PSYCHOTHERAPY SERVICES

| | |
|---|-----|
| Individuals referred for counseling | 35 |
| Counseling interviews | 79 |
| Individuals referred to psychotherapy | 43 |
| Psychotherapy sessions | 147 |
| Individuals referred to community counseling/psychotherapy | 41 |

COORDINATION with COMMUNITY AGENCIES

| | |
|--|-----|
| Number of case conferences or consultations with community agencies | 172 |
|--|-----|

TEAM MEETINGS

| | |
|------------------------------------|----|
| Number of Lighthouse Team Meetings | 40 |
|------------------------------------|----|

The interdisciplinary Team consists of Lighthouse and community professionals meeting together with the client to evaluate the client's needs and to develop an appropriate plan to meet those needs, through Lighthouse services and/or through community services.

LIGHTHOUSE CENTER

| | |
|--|--------|
| Estimated number of people served during the year | 316 |
| Number of new people entering program during the year | 26 |
| Attendees at Community College classes | 9,956 |
| Meals served | 10,301 |
| Persons provided with transportation | 109 |
| Trip provided these persons | 12,284 |
| Attendees at group recreation activities | 2,531 |





INFORMATION and REFERRAL SERVICES

Requests from:

| | |
|---|-------|
| Persons with visual impairment/hearing impairment | 444 |
| Relatives/friends making requests on someone's behalf | 252 |
| Professionals and students | 374 |
| General public | 107 |
| <i>For:</i> | |
| Daily living skills training | 83 |
| Workshop employment interviews | 39 |
| Orientation and Mobility training | 128 |
| Psychosocial counseling | 141 |
| Employment counseling/referrals | 71 |
| Case coordination | 112 |
| Low vision evaluation/Ophthalmological services | 48 |
| Medical services | 4 |
| Aids and Appliances | 150 |
| Recreation/Education services | 172 |
| Braille/tape/large print literature | 171 |
| Reader/Transcribing services | 54 |
| Transportation/Transit Pass/Travel services | 79 |
| Housing information | 48 |
| Attendant Care/Homemaker/Escort services | 48 |
| Social Security/Financial assistance | 69 |
| Emergency Housing/Food | 32 |
| Client Advocacy | 16 |
| Deaf-Blind and Deaf services | 9 |
| Personal services | 67 |
| Legal services | 6 |
| General information about blindness and services | 378 |
| Total number of Information and Referral Requests | 1925* |

*Individual contacts often include requests for more than one type of service, hence the number of requests is not the same figure as the total number of client contacts.

(Clockwise from upper left)

"A gathering under the redwoods at Enchanted Hills Camp."

"Displays and exhibits expand awareness and supplement Information and Referral."
photo: Phyllis H. Johnson

"Ham radio is among the many special interest classes." photo: Karil Daniels

"Activities help develop talent and self-confidence."
photo: K. Daniels

"The 'Team Approach' to service delivery draws on the skills of many experts." photo: K. Daniels

Direct program costs

YEARS ENDED
SEPTEMBER 30, 1980 and 1979

| | DIRECT PROGRAM COSTS | | | | | | |
|---|----------------------|---------------------|-----------------------------------|-------------------------|---------------------|-----------------------|-----------------------|
| | SOCIAL SERVICES | VOCATIONAL SERVICES | EDUCATIONAL RECREATIONAL SERVICES | REHABILITATION SERVICES | CHILDREN'S SERVICES | OTHER CLIENT SERVICES | TOTAL |
| COSTS AND EXPENSES: | | | | | | | |
| Cost of products sold | | \$ 247,994 | \$ 742 | | \$ 871 | \$ 40,756 | \$ 290,363 |
| Staff and benefits | \$ 124,358 | 365,584 | 165,664 | \$ 43,842 | 54,920 | 107,954 | 862,322 |
| Occupancy | 2,472 | 29,476 | 31,212 | 24 | 11,521 | 25 | 74,730 |
| Equipment | 999 | 13,800 | 9,360 | | 3,639 | 2,352 | 30,150 |
| Communications | 1,096 | 10,692 | 7,753 | 220 | 1,123 | 7,654 | 28,538 |
| Travel | 2,145 | 321 | 1,440 | 4,728 | 760 | 499 | 9,893 |
| Vehicles | | | 5,594 | 859 | 2,111 | 14,181 | 22,745 |
| Food service | 247 | 3,372 | 18,317 | | 21,442 | 19,852 | 63,230 |
| Client transportation | | | | | | 7,289 | 7,289 |
| Depreciation | 876 | 10,923 | 21,645 | | 2,022 | 8,057 | 43,523 |
| Insurance | | | 1,673 | | 1,964 | | 3,637 |
| Outside/professional services | 3,003 | 4,914 | 2,757 | 3,126 | 843 | 2,189 | 16,832 |
| Program supplies | 300 | 49 | 13,016 | 309 | 6,050 | | 19,724 |
| Public mailings | | | 710 | | | | 710 |
| Office supplies | 931 | 5 | 2,005 | 11 | 289 | 652 | 3,893 |
| Other | 529 | 5,140 | 1,248 | 14,622 | 1,968 | 1,848 | 25,355 |
| Total costs and expenses | 136,956 | 692,270 | 283,136 | 67,741 | 109,523 | 213,308 | 1,502,934 |
| PROGRAM REVENUES: | | | | | | | |
| Sheltered workshop sales | | 299,598 | | | | | 299,598 |
| Lighthouse store sales | | | | | | 46,969 | 46,969 |
| Camp store sales | | | | | | | |
| Fees for services | 1,389 | 3,198 | 14,531 | 22,798 | 10,418 | 6,430 | 58,764 |
| Total program revenues | 1,389 | 302,796 | 14,531 | 22,798 | 10,418 | 53,399 | 405,331 |
| EXPENSES (IN EXCESS) OF PROGRAM REVENUES | (135,567) | (389,474) | (268,605) | (44,943) | (99,105) | (159,909) | (1,097,603) |
| PUBLIC SUPPORT | | | | | | | |
| EXCESS (DEFICIENCY) OF PROGRAM REVENUES AND PUBLIC SUPPORT OVER EXPENSES | (135,567) | (389,474) | (268,605) | (44,943) | (99,105) | (159,909) | (1,097,603) |
| INVESTMENT INCOME | | | | | | | |
| OTHER INCOME | | | | | | | |
| EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES | \$ (135,567) | \$ (389,474) | \$ (268,605) | \$ (44,943) | \$ (99,105) | \$ (159,909) | \$ (1,097,603) |

Support Services.

S U P P O R T S E R V I C E S

| COMMUNITY RESOURCES | FINANCE AND ADMINISTRATION | MANAGEMENT | TOTAL | GRAND TOTAL 1980 | GRAND TOTAL 1979 |
|------------------------|-------------------------------|------------|-------|------------------------|------------------------|
|------------------------|-------------------------------|------------|-------|------------------------|------------------------|

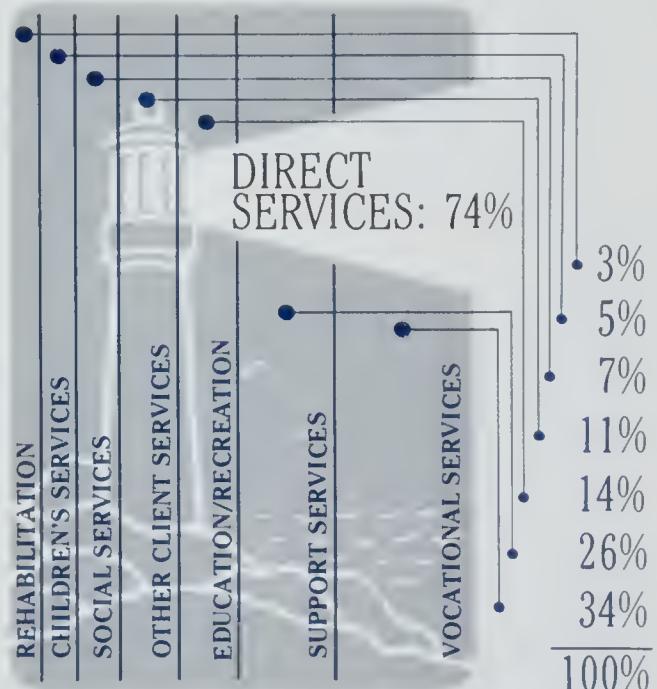
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|----------------|----------------|---------------|----------------|------------------|------------------|
| \$ 71,025 | \$ 150,901 | \$ 38,345 | \$ 260,271 | \$ 290,363 | \$ 280,542 |
| | 81,095 | | 81,095 | 155,825 | 69,133 |
| 611 | 5,252 | 37 | 5,900 | 36,050 | 33,046 |
| 1,730 | 9,601 | | 11,331 | 39,869 | 28,064 |
| 2,166 | 366 | 1,216 | 3,748 | 13,641 | 13,011 |
| | | 5,611 | 5,611 | 28,356 | 21,079 |
| | | 174 | 3,068 | 66,472 | 49,057 |
| | | | | 7,289 | 3,929 |
| 699 | 9,624 | | 10,323 | 53,846 | 50,029 |
| | 26,532 | | 26,532 | 30,169 | 25,599 |
| 18,260 | 15,560 | 9,435 | 43,255 | 60,087 | 44,870 |
| 1,572 | | | 1,572 | 21,296 | 16,713 |
| 51,162 | | | 51,162 | 51,872 | 39,664 |
| 930 | 11,819 | | 12,749 | 16,642 | 9,081 |
| 931 | 3,379 | 1,045 | 5,355 | 30,710 | 26,641 |
| <u>149,086</u> | <u>314,303</u> | <u>58,757</u> | <u>522,146</u> | <u>2,025,080</u> | <u>1,616,740</u> |

| | | | | | |
|--|--|--|--|----------------|----------------|
| | | | | 299,598 | 246,715 |
| | | | | 46,969 | 28,498 |
| | | | | | 2,911 |
| | | | | 58,764 | 33,061 |
| | | | | <u>405,331</u> | <u>311,185</u> |

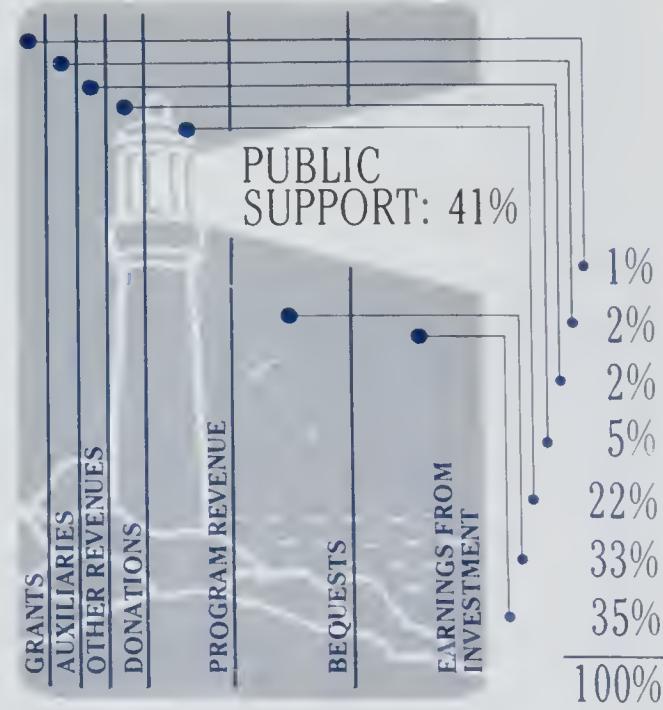
| | | | | | |
|----------------|-----------|----------|----------------|----------------|----------------|
| (149,086) | (314,303) | (58,757) | (522,146) | (1,619,749) | (1,305,555) |
| <u>772,023</u> | | | <u>772,023</u> | <u>772,023</u> | <u>954,886</u> |

| | | | | | |
|------------------|--------------------|-------------------|------------------|--------------------|------------------|
| 622,937 | (314,303) | (58,757) | 249,877 | (847,726) | (350,669) |
| | 632,827 | | 632,827 | 632,827 | 481,034 |
| | 27,139 | | 27,139 | 27,139 | 19,648 |
| <u>\$622,937</u> | <u>\$(345,663)</u> | <u>\$(58,757)</u> | <u>\$909,843</u> | <u>\$(187,760)</u> | <u>\$150,013</u> |

Of 1980 Expenses –
Direct Services=74%



Of 1980 Revenue –
Public Support=41%



Balance Sheet.

SEPTEMBER 30, 1980 AND 1979

ASSETS

CURRENT ASSETS:

| | 1980 | 1979 |
|---|--------------------|--------------------|
| Cash and short term investments: | | |
| Available for general purposes | \$ 308,384 | \$ 223,926 |
| Restricted by donors | 353,759 | 418,989 |
| Designated by Board of Directors | 216,268 | 184,191 |
| | 878,411 | 827,106 |
| Receivables: | | |
| Customers | 29,427 | 40,518 |
| Notes | 11,835 | 140,810 |
| Other | 157,941 | 2,959 |
| | 199,203 | 184,287 |
| Prepaid expenses and other assets | 28,629 | 31,667 |
| Inventories | 145,838 | 119,437 |
| Total current assets | 1,252,081 | 1,162,497 |
| PROPERTY, PLANT, and EQUIPMENT, AT COST, | | |
| LESS ACCUMULATED DEPRECIATION (Note 2) | 1,132,298 | 938,997 |
| DESIGNATED and RESTRICTED PORTFOLIOS (Note 1 and 3) | 4,359,530 | 4,876,134 |
| | <u>\$6,743,909</u> | <u>\$6,977,628</u> |

LIABILITIES AND FUND BALANCE

| | 1980 | 1979 |
|---|--------------------|--------------------|
| LIABILITIES — ACCOUNTS PAYABLE and ACCRUED EXPENSES | \$ 99,634 | \$ 145,593 |
| FUND BALANCE: | | |
| Restricted by donors | 1,631,496 | 1,750,635 |
| Designated by Board of Directors | 3,298,061 | 3,728,679 |
| Invested in property, plant, and equipment | 1,132,298 | 938,997 |
| Available for general purposes | 582,420 | 413,724 |
| Total fund balance | 6,644,275 | 6,832,035 |
| | <u>\$6,743,909</u> | <u>\$6,977,628</u> |

Statement of revenues & expenses & changes in fund balance.

YEARS ENDED SEPTEMBER 30, 1980 AND 1979

REVENUES

| | 1980 | 1979 |
|--|------------|-----------|
| Sale of products and fees for services | \$ 405,331 | \$311,185 |
| Direct public support | 729,881 | 923,716 |
| Indirect public support — Auxiliaries | 42,142 | 31,170 |
| Investment income (Note 4) | 632,827 | 481,034 |
| Other | 27,139 | 19,468 |

EXPENSES

| | 1980 | 1979 |
|-------------------------------------|-----------|-----------|
| Direct program costs | 1,502,934 | 1,255,818 |
| Public information and fund raising | 149,086 | 114,944 |
| Finance and administration | 314,303 | 198,782 |
| Management | 58,757 | 47,196 |

EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES

| | 1980 | 1979 |
|---------------------------------|--------------------|------------------|
| FUND BALANCE: BEGINNING OF YEAR | (187,760) | 150,013 |
| FUND BALANCE: END OF YEAR | <u>\$6,644,275</u> | <u>6,832,035</u> |

See notes to financial statements

Notes to financial statements.

NOTE 1—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and General Accounting System. The San Francisco Lighthouse for the Blind is a not-for-profit organization exempt from Federal and State income taxes. The accounting records are maintained, and the accompanying financial statements have been prepared, on the accrual basis in all material respects in accordance with the system prescribed for voluntary health and welfare organizations, except that contributions and bequests are not recorded until they are received.

Accounts Receivable. No provision has been made for bad debts as management believes all receivables are fully collectible.

Notes Receivable. Notes receivable represents notes from third parties gifted to the Lighthouse.

Inventories. Inventories are valued at cost on the first-in, first-out basis, or market, whichever is lower. Inventories consist principally of planters and brooms.

Investments. Securities purchased are recorded at cost and securities donated are recorded at their fair market value at the date of the gift.

Contributions. Contributions are considered to be unrestricted and available for general use unless they are specifically restricted by the donor as to purpose. Earnings on restricted donations are considered available for general purposes unless otherwise restricted by the donor.

NOTE 2—PROPERTY, PLANT, AND EQUIPMENT

Purchased assets are carried at cost and donated assets are recorded at their fair market value at the date of the gift.

Buildings include a building at 1097 Howard Street, San Francisco, recorded on the books at \$136,408. This building was bequeathed with the restriction that it be used as a "blindcraft building for furnishing employment to the blind". Should the building cease to be used for that purpose or should the property be mortgaged or encumbered in any way, title to the property will pass to a third party.

Property, plant, and equipment is summarized as follows:

| | 1980 | 1979 |
|-------------------------------|-------------|------------|
| Land | \$ 242,344 | \$ 227,093 |
| Buildings | 864,363 | 612,293 |
| Equipment | 335,184 | 322,616 |
| | 1,441,891 | 1,162,002 |
| Less accumulated depreciation | 309,593 | 223,005 |
| | \$1,132,298 | \$ 938,997 |

Depreciation expense for the years ended September 30, 1980 and 1979 amounted to \$86,726 and \$74,747, respectively, and was computed using the straight-line method over the following estimated useful lives:

| | |
|-----------|------------|
| Buildings | 5-20 years |
| Equipment | 3-15 years |

The Lighthouse leases operating and administrative space. The lease provides that the Lighthouse pay utilities, increases in property taxes, and certain other operating expenses applicable to the leased property. Annual rental payments under the lease as of September 30, 1980 are as follows:

| Year ending September 30: | |
|---------------------------|-----------|
| 1981 | \$ 54,000 |
| 1982 | 60,480 |
| 1983 | 66,960 |
| 1984 | 66,960 |
| | \$248,400 |

NOTE 3—DESIGNATED AND RESTRICTED PORTFOLIOS

The Board of Directors has designated certain assets to be invested with the earnings therefrom to be used to fund services and programs. Also, in some instances the donors have restricted their contributions or bequests for specific purposes.

The cost and market value of designated and restricted portfolios at September 30, 1980 and 1979 were as follows:

| | 1980 | | 1979 | |
|--------------------|-------------|-------------|-------------|-------------|
| | Cost | Market | Cost | Market |
| Designated: | | | | |
| Cash | \$ 117,896 | \$ 117,896 | \$ 18,547 | \$ 18,547 |
| Securities | 2,963,897 | 3,128,570 | 3,525,941 | 3,983,244 |
| | 3,081,793 | 3,246,466 | 3,544,488 | 4,001,791 |
| Restricted: | | | | |
| Cash | 60,694 | 60,693 | 18,797 | 18,797 |
| Securities | 1,217,043 | 1,139,672 | 1,312,849 | 1,172,995 |
| | 1,277,737 | 1,200,365 | 1,331,646 | 1,191,792 |
| | \$4,359,530 | \$4,446,831 | \$4,876,134 | \$5,193,583 |

NOTE 4—INVESTMENT INCOME

Investment income for the years ended September 30, 1980 and 1979 is summarized as follows:

| | 1980 | 1979 |
|--------------------------------------|-----------|-----------|
| Interest and dividend income: | | |
| Designated and restricted portfolios | \$440,537 | \$422,556 |
| Other | 91,188 | 74,590 |
| Net gain on transfer of securities | 147,264 | |
| (Loss) on sale of securities | (21,738) | (6,500) |
| Other | 4,678 | 13,217 |
| Investment expenses | (29,102) | (22,829) |
| | \$632,827 | \$481,034 |

A transfer of securities was made during the year ended September 30, 1980 between the restricted and designated portfolios and was recorded at the fair market value of the securities on the date of the transfer. As a result of the transfer, the Restricted Portfolio recorded a loss of \$51,476 and the Designated Portfolio recorded a gain of \$198,740.

NOTE 5—PENSION PLAN

The Lighthouse has a pension plan which covers substantially all its staff as well as clients employed in the sheltered workshop. The pension expense for the years ended September 30, 1980 and 1979 was \$95,580 and \$66,000, respectively, which includes amortization of prior service cost over 30 years. The unfunded accrued liability as of July 31, 1980 was \$280,745. The amount of the excess, if any, of the actuarially computed value of vested benefits over the total of the net assets of the Plan is not available.

The Board of Directors
San Francisco Lighthouse for the Blind:

We have examined the balance sheet of the San Francisco Lighthouse for the Blind (a not-for-profit organization) at September 30, 1980 and 1979, and the related statement of revenues and expenses and changes in fund balance for the years then ended. Our examinations were made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements referred to above present fairly the financial position of the San Francisco Lighthouse for the Blind at September 30, 1980 and 1979, and the results of its operations and changes in fund balance for the years then ended, in conformity with generally accepted accounting principles applied on a consistent basis.

John F. Forbes & Co.

San Francisco, California
November 12, 1980

John F. Forbes & Co.



San Francisco Lighthouse for the Blind

1155 Mission Street • San Francisco, California 94103 • Telephone 415/431-1481



The Lighthouse now serves more blind individuals with multiple disabilities than ever before. Here a client who is both deaf and blind communicates with sign language. photo: Jack R. Soares

BOARD OF DIRECTORS

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1st Vice President
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Hugh C. Scott
William A. Silverman, M.D.
Charles P. Stetson, Jr.
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WOMEN'S AUXILIARY PRESIDENTS

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Peninsula Lighthouse
Mrs. Edwin Johnson
Davis-Dixon Enchanted Hills
Mrs. Herman Pistor

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Executive Director
Mrs. Joan Liesener
Director, Administrative Services
Jack R. Soares
Director, Community Resources Development

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Director, Client Services
Mrs. Ori Jean May
Director, Educational/Recreational Services
Mrs. Jean McCandless
Program Manager, Children's Services
Ms. Donna Emerson
Supervisor, Social Services